11/27
A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 878-6185

FOR RELEASE: IMMEDIATELY

OCTOBER 1984 BILLINGS FOR METAL TREATING INDUSTRY SHOW A 30.2% INCREASE OVER OCTOBER 1983 TOTAL

The October 1984 sales total amounted to $41.5 million, up from $31.9 million in October, 1983.

Industry-wide, total sales for 1984 now amount to $375.0 million, up 35.9% from the 1983 total of $276.0 million.

For the tenth month in a row all MTI districts recorded gains over the month in the previous year.

A summary of percentage change by geographic regions follows:

	District	Oct. 84 vs. Oct. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	25.6	24.8
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	24.5	26.3
3	South Central (W.PA-OH-IN-KY)	28.8	41.0
4	Michigan	25.3	49.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	23.6	37.4
6	North Central (IL-WI-MN-MO-IA)	29.4	39.2
7	Pacific Coast (So.CA-AZ)	31.3	22.9
8	Southwest (TX-OK-AR-CO-LA-UT)	70.4	43.1
9	Northwest (No.CA-OR-WA-B.C.)	39.0	33.5

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1984

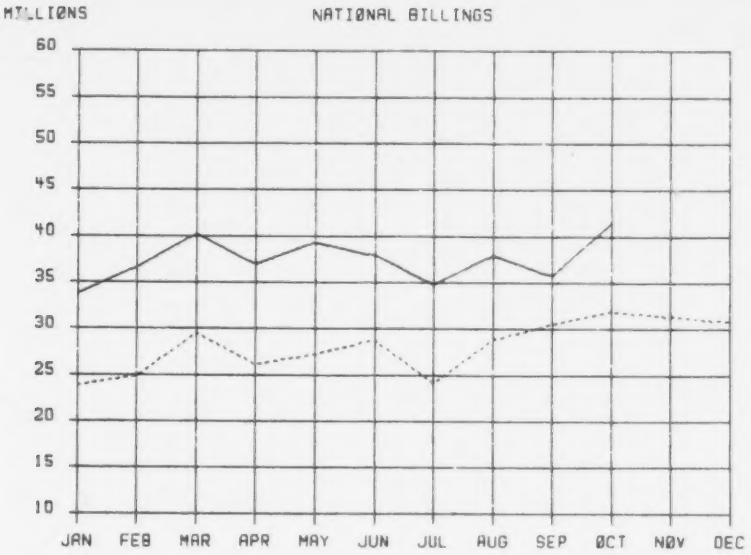
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	31906.6	41528.6	30.2	100.0	100.0
Dist. 1	17	1776.7	2231.5	25.6	5.6	5.4
Dist. 2	39	5332.0	6636.1	24.5	16.7	16.0
Dist. 3	59	5522.0	7114.1	28.8	17.3	17.1
Dist. 4	30	5351.0	6731.1	25.8	16.8	16.2
Dist. 5	23	1238.5	1531.4	23.6	3.9	3.7
Dist. 6	46	6517.7	8436.8	29.4	20.4	20.3
Dist. 7	28	3918.4	5146.2	31.3	12.3	12.4
Dist. 8	27	1826.6	3112.2	70.4	5.7	7.5
Dist. 9	9	423.8	589.3	39.0	1.3	1.4
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	275975.2	374986.9	35.9	100.0	100.0
Dist. 1	15902.1	19853.7	24.8	5.8	5.3
Dist. 2	46638.6	58919.0	26.3	16.9	15.7
Dist. 3	46600.5	65690.9	41.0	16.9	17.5
Dist. 4	40722.5	60761.4	49.2	14.8	16.2
Dist. 5	10887.4	14964.8	37.4	3.9	4.0
Dist. 6	55916.9	77838.3	39.2	20.3	20.8
Dist. 7	37358.8	45920.5	22.9	13.5	12.2
Dist. 8	18129.2	25940.6	43.1	6.6	6.9
Dist. 9	3819.3	5097.8	33.5	1.4	1.4

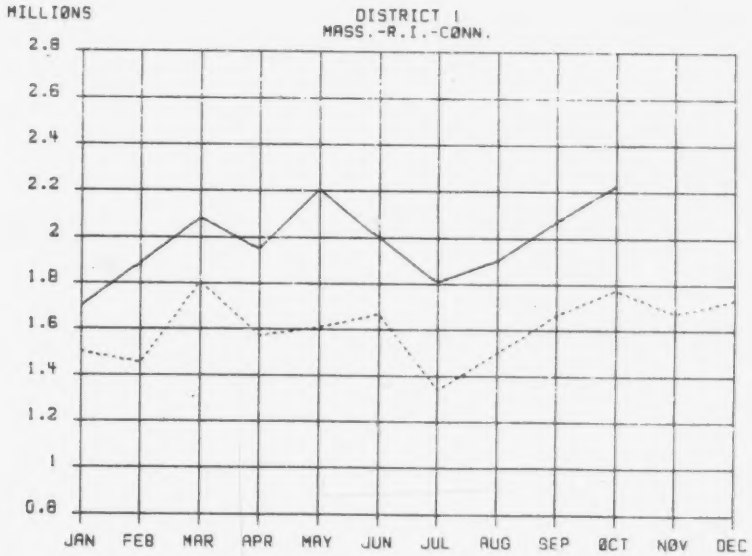
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

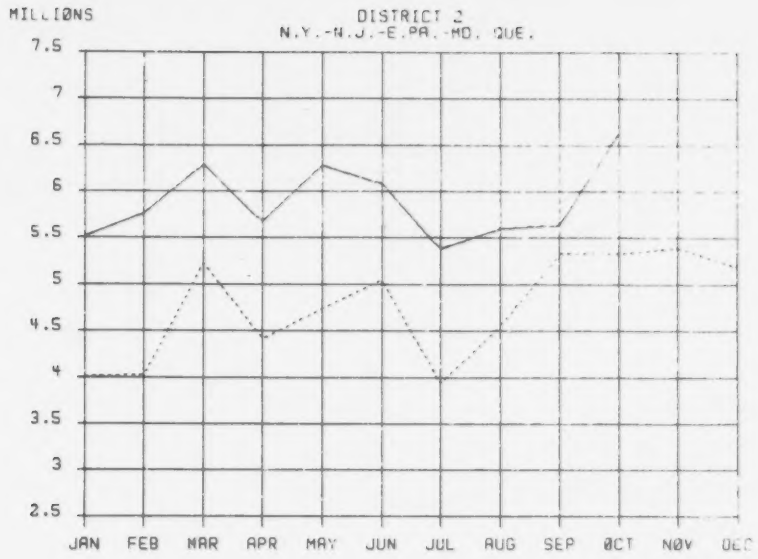
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.7	47.1	36.2	41.2	44.3	32.0	43.9	31.6	17.2	30.1		
% Change	Cumulative	41.7	44.5	41.3	41.3	41.9	40.1	40.6	39.4	36.6	35.9		



1983 - - - -

1984 ———

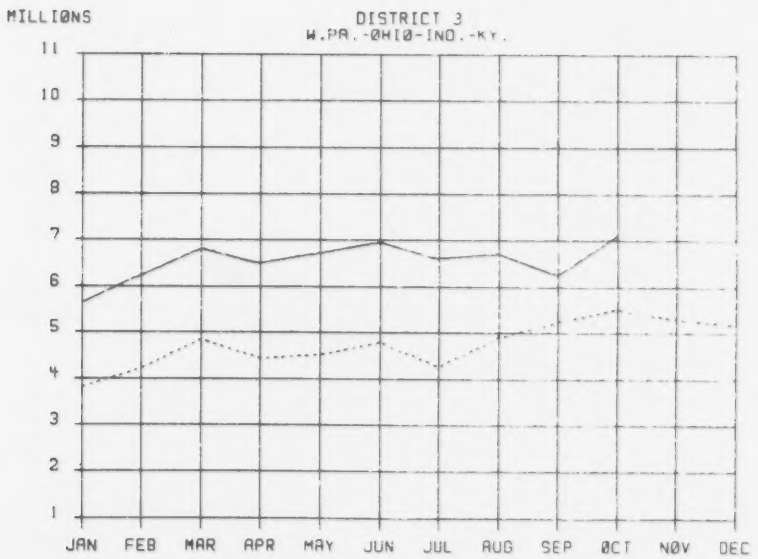
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6		
% Change	Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8		



1983 - - - -

1984 ———

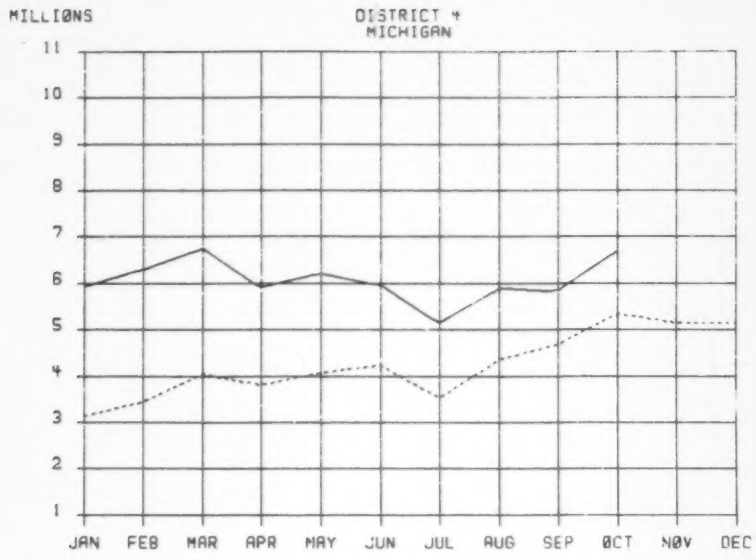
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	37.9	43.3	20.2	28.8	32.5	20.6	36.7	23.0	5.8	24.5		
% Change	Cumulative	37.9	40.6	32.6	31.6	31.8	29.7	30.6	29.7	26.6	26.3		



1983 - - - -

1984 ———

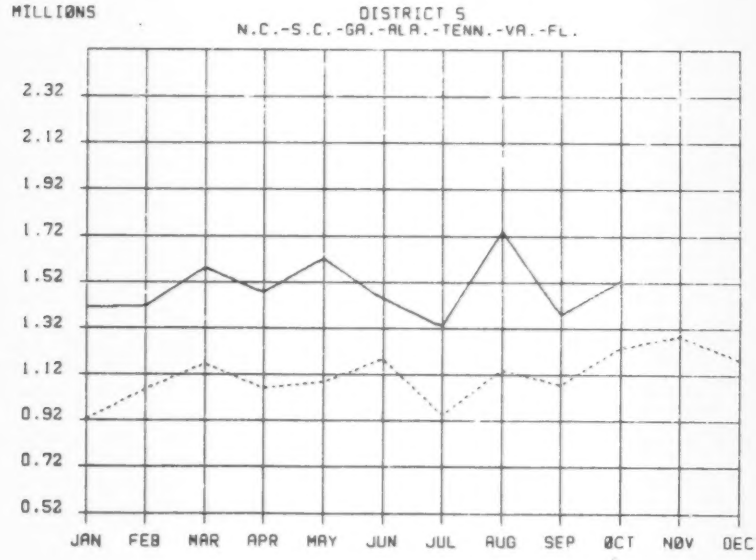
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.0	47.9	40.5	46.7	48.9	45.5	55.1	37.0	19.8	28.8		
% Change	Cumulative	48.0	48.0	45.2	45.6	46.2	46.1	47.4	45.9	42.6	41.0		



1983 - - - -

1984 ———

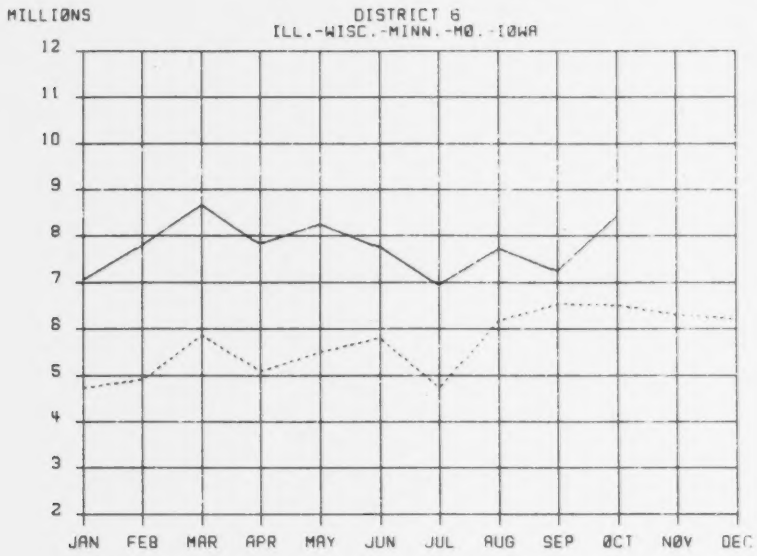
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9	25.3		
% Change	Cumulative	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8	49.2		



1983 - - - -

1984 ———

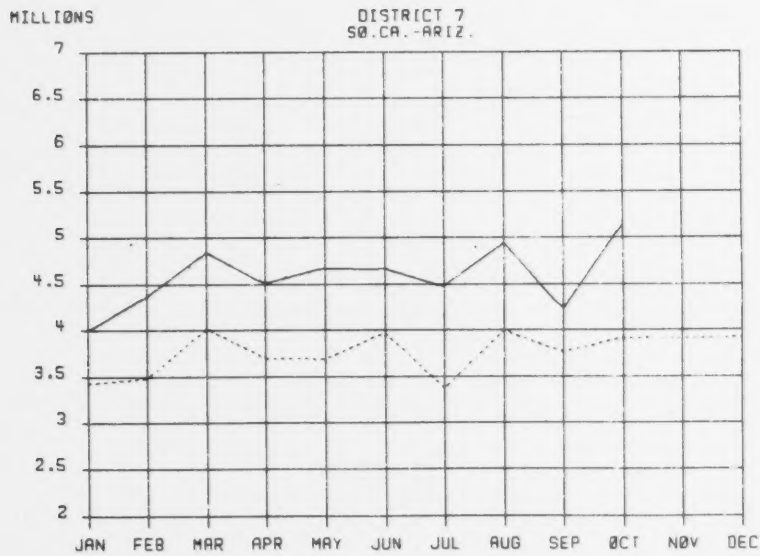
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6		
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4		



1983 - - - -

1984 ———

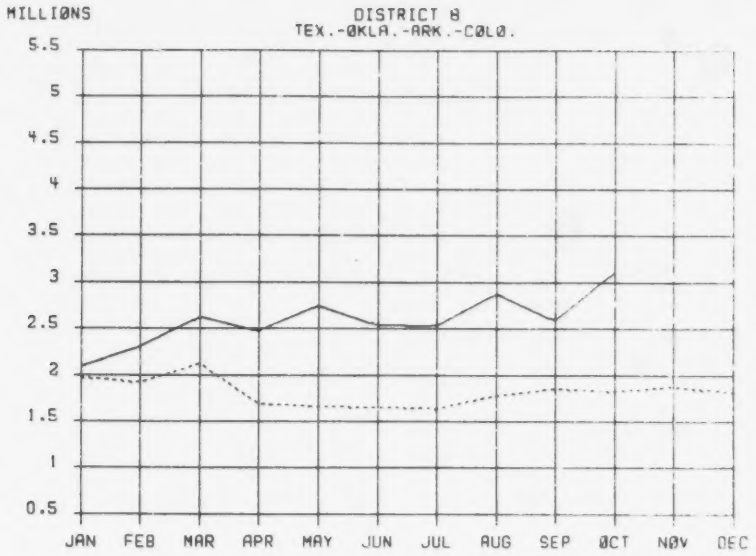
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4		
% Change	Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2		



1983 - - - -

1984 ———

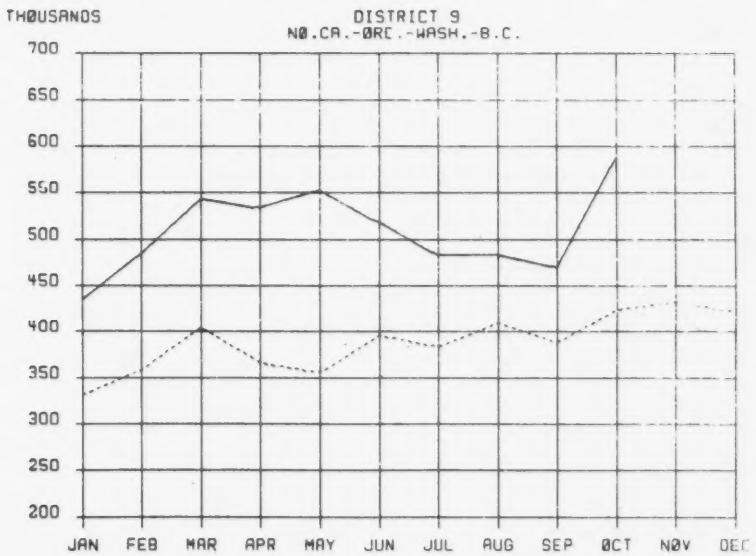
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3		
% Change	Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9		



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.9	20.3	23.5	46.9	65.6	53.6	54.7	62.0	40.5	70.4		
% Change	Cumulative	5.9	13.0	16.7	23.3	30.8	34.2	36.9	40.0	40.0	43.1		



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0		
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5		

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 878-6185

FOR RELEASE: IMMEDIATELY

NOVEMBER 1984 SALES FOR THE METAL TREATING INDUSTRY INCREASE 15.8% OVER NOVEMBER 1983 FIGURES

The November 1984 sales total amounted to $36.3 million, up from $31.4 million in November, 1983. However, a month-to-month comparison shows a decline of 12.6% from the October 1984 industry total.

The Commercial Heat Treating Industry showed a year-to-date increase of 33.9% over the same period in 1983. Industry-wide, total billings for the January-November period were $411.7 million, compared to $307.4 million in 1983.

All nine MTI districts recorded gains over November 1983 totals.

A summary of percentage change by geographic regions follows:

	District	Nov. 84 vs. Nov. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	34.1	25.7
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	9.2	24.7
3	South Central (W.PA-OH-IN-KY)	16.6	38.9
4	Michigan	13.9	45.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	3.7	33.9
6	North Central (IL-WI-MN-MO-IA)	9.4	36.2
7	Pacific Coast (So.CA-AZ)	20.7	22.7
8	Southwest (TX-OK-AR-CO-LA-UT)	41.4	42.9
9	Northwest (No.CA-OR-WA-B.C.)	13.3	31.4

A6376-1

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1984

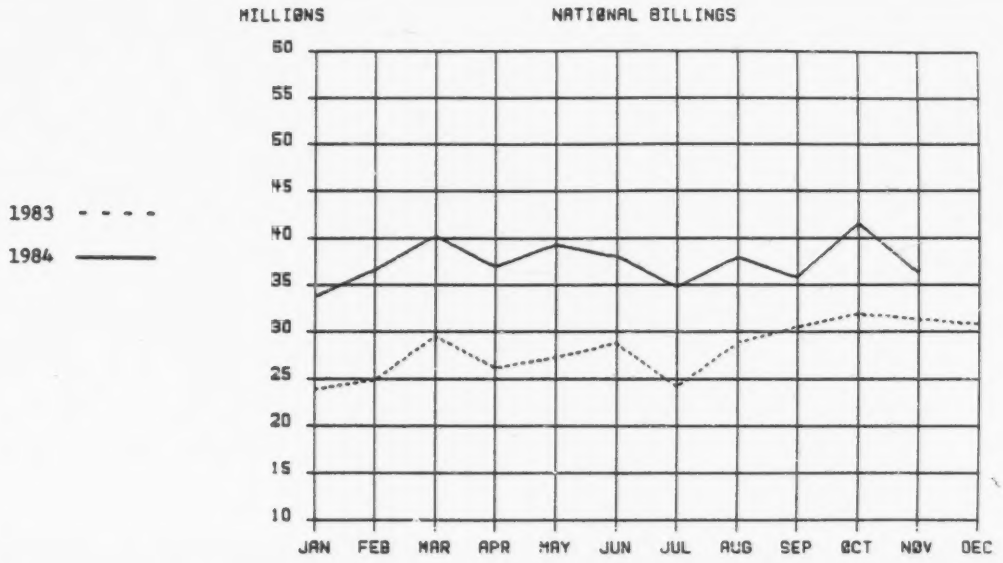
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	31357.4	36304.3	15.8	100.0	100.0
Dist. 1	17	1676.0	2247.3	34.1	5.3	6.2
Dist. 2	39	5398.9	5896.5	9.2	17.2	16.2
Dist. 3	59	5326.0	6208.3	16.6	17.0	17.1
Dist. 4	30	5162.2	5884.3	14.0	16.5	16.2
Dist. 5	23	1287.8	1335.7	3.7	4.1	3.7
Dist. 6	46	6318.0	6913.5	9.4	20.1	19.0
Dist. 7	28	3908.1	4716.5	20.7	12.5	13.0
Dist. 8	27	1847.6	2612.2	41.4	5.9	7.2
Dist. 9	9	432.7	490.1	13.3	1.4	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	307402.6	411697.6	33.9	100.0	100.0
Dist. 1	17578.1	22101.0	25.7	5.7	5.4
Dist. 2	52037.5	64875.9	24.7	16.9	15.8
Dist. 3	52002.6	72256.8	38.9	16.9	17.6
Dist. 4	45878.6	66633.9	45.2	14.9	16.2
Dist. 5	12175.2	16300.5	33.9	4.0	4.0
Dist. 6	62234.9	84751.9	36.2	20.2	20.6
Dist. 7	41266.9	50636.9	22.7	13.4	12.3
Dist. 8	19976.8	28552.8	42.9	6.5	6.9
Dist. 9	4252.0	5587.8	31.4	1.4	1.4

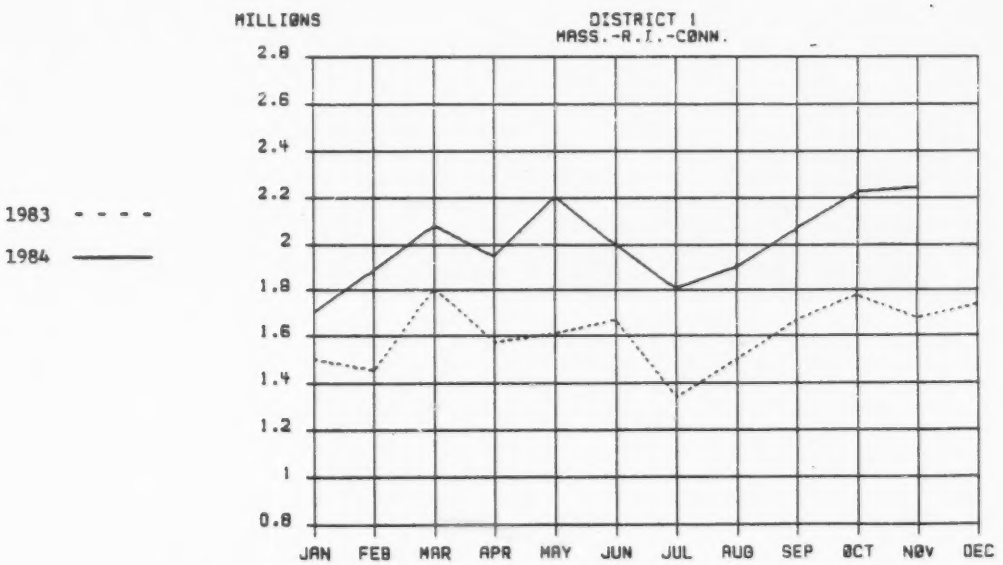
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	41.8	47.1	36.3	41.3	44.4	32.1	44.0	31.7	17.3	30.3	15.8	
% Change Cumulative	41.8	44.5	41.4	41.4	42.0	40.2	40.7	39.5	36.7	36.0	33.9	



1983 - - - -

1984 ———

Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6	34.1	
% Change Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8	25.7	